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Commissioner Donald C. Bell, *Territorial Commander*
Lt. Colonel Ronnie Raymer, *Divisional Commander*
2011 SEP 18 P 3:00

POSTAL REGULATORY
COMMISSION
OFFICE OF THE SECRETARY

Postal Regulatory Commission
901 New York Avenue NW, Suite 200
Washington, DC 20268

RE: Docket No. RM2017-12

Dear Commissioners:

I am writing on behalf of The Salvation Army in Texas, our donors and, most importantly, the multitude of men, women and families who rely on the social and humanitarian services we provide. We rely on the U.S. Mail to raise funds and communicate with our supporters and those we serve. Without the mail, our fundraising would suffer severely and, therefore, so would our mission to help the least, last and lost in our society.

We simply do not understand why suddenly there is a need to increase nonprofit marketing mail rates above the CPI rate. This would seem to fly in the face of the very important rationale for granting nonprofits a discounted rate.

As a practical matter, injecting unanticipated increases such as those proposed by USPS will mean that our fundraising budget will not be able to keep pace with the increase in postage costs. The result will be a reduction in our use of the mail, a reduction in our revenues, and, in turn, a reduction in our ability to serve our beneficiaries.

If our postage rates were to increase, say, 5%, and produce a corresponding 5% loss of revenue, funding for our programs would be affected and may result in reduction or even elimination of programs greatly needed in our community. Respectfully, we ask you to consider these consequences due to the immediate harm to our programs.

Please do not change the current system for calculating nonprofit rates. Implemented by the Postal Service ten years ago, we see no pressing need for a change, especially not one that will do harm to all nonprofit organizations using the mail. Nonprofit organizations are the least able to absorb such increases as they work in areas that benefit our society.

Your review and consideration of this request is greatly appreciated.

Sincerely,

Richard A. Dumais
Divisional Direct Marketing & eMarketing Director
The Salvation Army Texas Division